A MESSAGE FROM OUR PRESIDENT
WHY CHANGE?

Michelle Blomberg
President/CEO
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"I would never say impossible - only unbelievable. When you put people and technology together, everything is possible."
- Me :)

The changes I've seen in the agriculture industry today, compared to the time when I joined the industry, are absolutely amazing. Twenty-two years ago, when I purchased my parents ag-focused accounting software business, the computer it ran on was bigger than the full sized van we had when I grew up in a 10-kid family. It took up a whole room and the software was backed up to tape on a reel. When my dad would "code" the software, he'd write something, then compile it which would take hours, only to discover he had an error and would have to start over.

Looking back at those times and comparing it to today is so very rewarding. And now, the changes we're implementing related to our newest web-based software, AgVantage Edge, completely excites me. When I bought the business from my parents, there was nothing called web-based, other than the home base of the spiders in our garage. :)

CHANGE IS HARD AT FIRST, MESSY IN THE MIDDLE AND GORGEOUS AT THE END

AgVantage® ...Take it with you!

AgVantage Edge is our next generation of software. It's the future of the company, and for those that have already begun to implement it, I hope you are seeing the benefits of the software as we hoped you would. Being web-based allows you to access the software from any mobile device that has a web-browser. Besides making it easier to train and more user friendly, we are re-thinking every single task you perform each day. So from your perspective, being able to complete a task is much simpler and more efficient. Retrieving information out of the system and gathering data is being revised and simplified. We are rewriting the security of the system so each user can be customized to what they need. The beauty of the system blows me away each time I see another part of the process we have completed.

We're at a very interesting time of software development in this project as we see many of the applications being delivered and used by our customers, but also finding it difficult to describe the system as a whole, with its many different looks and feels to the software. Some people are using the IBM Power system screens, what we call our "Legacy" system (or as you might call it, "green screen"), and are still loving that system for its familiarity and speed. Many of you are using our PC applications for its Windows technologies, being able to run those pieces stand-alone or connected.

Most of our customers are taking advantage of eAgVantage, which are the web applications for accessing data for your producers and employees. And now, the newest users are seeing the fruits of our labor from these past few years

with Edge – the re-write of our Legacy systems to web-based. We at AgVantage are very proud of this software and I know you will all love it too!

This year, AgVantage Software celebrated 41 years of business in an industry where most of our competitors are either owned by a larger corporation or have sold their software companies to the "big box" companies. I'm so proud we continue to be a successful business that is owned by "US"!! It feels so good to realize we compete against many companies that have very deep pockets, and we have continued to be able to succeed without needing to sell out and give away our ownership. This is good for you as our customers because it's a one-stop shop for anything you need—even when what you need is to talk to an owner of the company. You just call and we're here to help.

I want to thank you all for your continued business. I realize you have many choices for software providers. I will do my best, each and every day, to assure your happiness in your choice of AgVantage® Software as your Agri-Business Accounting system.

What Makes AgVantage® the Superior System for Agriculture?

✓ Excellent, Customer Driven 41 year Reputation in the Industry
✓ Large enough to release state of the art technology every week, yet small enough to deliver *Superior Customer Service*
✓ Employee Owned – A feeling of Pride throughout the company
✓ Multiple technologies used for specific Ag-Focused reasons
✓ Disaster Recovery/High Availability solutions implemented within the system – "We carry the worry, so you don't have to!"
✓ Analytics, Business Logic and Database - all built on the leading edge, secure system with a beautiful face!

"AgVantage adds to everything we do because we use it for all our services and financial activities...it's the true backbone of our company when it comes down to software. If software won't interface with AgVantage, we won't use it."

George Secor
CEO of Sunrise Cooperative

Our AgVantage customers help shape the future. Please remember to vote for your favorite CDD enhancements by September 1st!

2018 NATIONAL CONFERENCE UPDATES
33RD ANNUAL CONFERENCE & USER EXCHANGE
MYSTIC LAKE CENTER, MINNEAPOLIS, MN
JUNE 20-22, 2018

Lori Campbell
Conference Manager
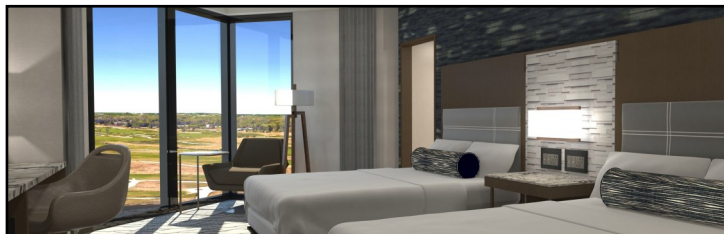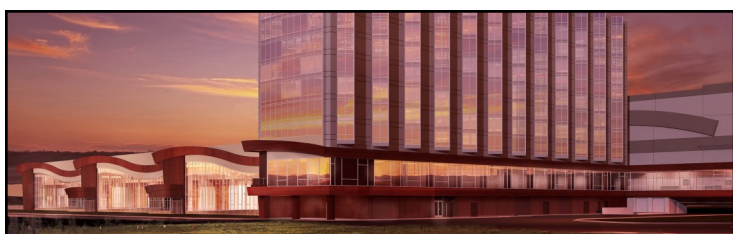*loric@agvantage.com*

MYSTIC LAKE CENTER

We chose the new Mystic Lake Center for our June 20-22 National Conference. It's a beautiful new facility that is opening in just five months and I was able to go on a hard hat tour to walk through the space to check it out. It is pretty amazing! A new guest room tower with 180 rooms will be attached to the center. Mystic Lake Center is attached to Mystic Lake Casino. The photos below are artists depictions of what the center will look like upon its opening.

Mystic Lake has a lot of amenities on the property. The new center looks out over a championship golf course, has seven restaurants, three bars, and a spa, to name a few. In addition, a full fitness center, Dahkota! Sport and Fitness, is on the property via a shuttle that has an ice rink, pool, gym, weight room, etc… Plus, there is the casino!

We had a lot of great agenda ideas recommended for our 33rd National Conference and I will be sorting through those in the days ahead. As our EDGE products continue to expand, each conference seems to bring us closer and closer to completion. If you forgot to vote for the CDDs (Customer Driven Development) from the 2017 conference, you have until September 1st to have your votes count for future enhancements.

We know that there are many attendees who really like to visit the Mall of America. Please note that even though this hotel choice isn't right next door, there is still the option of taking a free MOA shuttle on Wednesday and/or Thursday evenings. There will also be conference networking events scheduled those evenings, so another option would be to plan your trip a day early or plan to shop Friday afternoon and then fly/drive home Friday evening or Saturday.

We hope you and your staff will join us in June for the conference!

Cinnamon Bun Poke Cake

by Valerie Ahlers, Customer Services Rep.

1 pkg. white cake mix
Ingredients to make cake (eggs, oil and water)
Mix according to directions on cake mix and pour into
sprayed 9 X 13 pan. Bake according to directions.

While cake is baking, mix together in a small bowl:
½ C. butter, melted
1/3 C. brown sugar
1 tsp. vanilla
1 tsp. cinnamon
½ C. sweetened condensed milk

When cake comes out of the oven, poke about 20 holes in it with the round handle of a wooden spoon
and pour the mixture over it, spreading evenly. Cool.

For frosting, you may choose one of two options: Cream Cheese Drizzle (pictured above) or spread
an 8 oz. container of whipped topping over the cooled cake.

      Cream Cheese Drizzle:
      3 oz. cream cheese, softened   ½ tsp. vanilla
      1 C. powdered sugar   2 Tbs. milk (or water)
      Mix until thin consistency and drizzle over cake.

Stronger Together.........Merging September 1st:

AgVantage customer Heritage Cooperative, West Mansfield, OH will be merging
with Agland Co-op, Canfield, OH. Heritage Cooperative will retain its name.

AgVantage customer Ceres Solutions LLP, Crawfordsville, IN will be merging with
North Central Co-op of Wabash, IN, and their new name will be Ceres Solutions
Cooperative.

*Best Wishes With Your Newly Merged Cooperatives & Your Future Business
Opportunities! We are proud & honored to continue serving you!*

AgVantage Software, Inc.
Fall/Winter Trade Show Schedule

Ag Retailers Association Tradeshow
Arizona Biltmore, November 28-30, Booth #212
Phoenix, Arizona

National Grain & Feed Conference & Trade Show
Marriott, December 3-5, Booth #415
Louisville, Kentucky

MN Grain & Feed Trade Show
Mystic Lake Center, March 6-8
Prior Lake, MN

AgVantage Interfaces Currently Available

- Ace Hardware
- Activant/Epicor
- Advanced Trading/HMS
- Agdata
- AgSync
- AgWorld
- AgVance/SSI Agronomy
- CFN
- CompuWeigh Scale
- Do It Best
- DTN Portal
- Emery Jensen
- FHO
- Feed Management Systems

- Intevacon Fleet Card
- John Deere Farm Plan
- Mail Communications
- Napa
- Not Rocket Science
- Ohio - Fuel Tax Reporting
- Passport
- Petro Vend
- Pinnacle
- Soil Maps
- Triple E
- Verizon Fleet Tracking
- WesRoc & Silicon
- *Check agvantage.com for more!*

*For pricing info
please contact
Michelle Blomberg at
michelleb@agvantage.com
or 877-282-6353.*

AgVantage ®
Software

INTERFACES

**Updates on New Releases &
Software Releases Coming Soon**

*Bonnie Fohrman
V.P. Programming
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Newly Released
AgVantage - Version 8:

Please see our Message Board for many Product Enhancements continuously available.

Edge
- Moved CRM into the Edge platform (399239)
- Now shows customer names with company letter when logging into Edge (404878)

Edge Accounts Payable
- Prints Vendor 1099 Forms or Substitution Letters (344882)
- New ability to create vendors on the fly (387559)
- When changing due dates, it now updates the due date in U2HSSTR (409540)
- Vendor Master file - Added Y=Date of Month and N=Days (410173)

Edge Accounts Receivable
- New Item Price Listing Report (399695)
- Record Lock Checking in Item Portal (406325)
- New ability to create an item type for Seed (406394)
- Added new fields for Hazardous ID Number and Packing Group in Hazardous File (407465)
- Item Portal inventory Views for Sales (408861)
- Edge Item Portal – now Flags seed items/discount with seed item type (410353)

Edge Energy
- Monitors flag and date fields in Edge (401056)

Edge Inventory
- Added from/to on first level of drill down (408861)
- Inventory Received not invoiced (399663)

Agronomy
- New file U6OPTRGRP with operator group, description and number (384914)

Grain
- Overlay for deferred payment contracts (408574)
- Lot Production Report – changed to pull location name from short name (411862)

Interfaces
- Voyager - CountryMark's interface has been completed. They are working with US BANK and Voyager to have fleet card for all CountryMark customers that will allow them to have a fleet card that works anywhere in US (385143)
    - Micro Ingredient - Feed Mixer software interface to send feed orders with micro ingredients to micro mixer for blending before going into the batch mixer (398522)

*Make your
vote count! Please
remember to vote for
your favorite CDD
enhancements by September 1st.*

AgVantage
EDGE

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- AgData - Sends all sales data to AgData for analysis (371529)
- CFN - Multiple Price levels available with CFN (408956)
- DTN – Ability to send customer invoices through DTN for fuel (375641)

Payroll
- CDD - Choice of alpha order for Deduction Report (366666)
- CDD - Choice of alpha order for 401K Report (366671)
- Added ROTH 50+ for Milliman & Roberts electronic file (409568)

Seed
- Created account field in U6CONST for Stock Ordering (410730)

AgVantagePC Energy
- Added flag to skip transfer accounts in sync (410661)

AgVantagePC Invoicing
- Now increments invoice number when user cancels Tender screen (409909)

AgVantage Software Releases Coming Soon:

Edge Accounts Receivable Portal
- Item Types Conversion Program (406391)
- Transaction Edit Report (401784)
- Add filter for inventory by lot # (404349)
- CDD17 Item Portal – Add item to multiple locations at a time (403524)
- Add filter for inventory by lot number (404349)
- Prompt User that they must enter an item balance (406305)
- Add filter by Vendor and Reorder number (406323)
- Invoice Report Agronomy Work Orders addition (406606)
- Access and run Management Reports from Edge AR (406833)
- Inventory Views (408859)
- Item Portal Inventory quantities drill down, show vendor number on IR's (409436)
- Ability to change the beginning and ending dates on contracts (402737)
- Allow price levels set up to be based on D (dealer) vs C (cost) R (retail) (412588)
- Customer Portal Phase 1 (399920)

Edge Energy
- Tanks that need to be painted Report (339535)
- Maps authority for individual users (408071)

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Edge Feed
- Feed Rations section to be completed (405661)

Edge Grain
- Change Loads section to be completed (344456)
- Delete Loads section to be completed (344463)

Edge Inventory
- Physical Inventory Browser (405885)
- When you click on Item Portal—screen stays in Inventory rather than the main Edge Menu (399930)
- Physical Inventory Adjustment Batch (405885)
- Create Menu option (407837)
- Physical inventory validate the enter key (408647)
- Physical Inventory add Item Lookup Box (408648)
- Physical Inventory batch remove counting factor (408668)
- Physical Inventory Batch Entry add Lot Number (412045)
- Physical Inventory Adjustment Headings (412063)

Edge Seed
- Edit Seed plans and order to manufacturer (370873)

Accounts Receivable
- Voiding and resetting of a payment already merged (401065)

eAgVantage Grain
- CDD - Grain Cash Position report new features, such as by position crop or group by specific date (181937)

Interface
- Payment interface to scan in payment amounts (361353)
- HBS Interface moved to package (406295)
- Payment interface to scan in payment amounts (361353)

AgVantagePC Energy
- Ability to substitute products on the truck and roll up into one inventory (402158)

AgVantagePC Invoicing
- Process Grain "Live": coming from PC Invoicing (227181)
- Grain Bank Balances on the invoice (339147)